

### **Corporate Overview**

ConEdison *Solutions* is a full service energy company that provides Facility Energy Management, Energy Information Systems, Commodity Portfolio Management and Project Financing services. Our expertise in integrating these services for the benefit of our customers distinguishes ConEdison *Solutions* from the competition. Our energy information analysis abilities, engineering experience, energy purchasing acumen and strong financial backing enables us to successfully develop and implement Energy Saving Performance Contracts (ESPC) that deliver robust results.

Consolidated Edison, Inc. We provide a comprehensive portfolio of energy services to corporate and government entities – focusing on the Mid-Atlantic area. ConEdison *Solutions* recently acquired XENERGY's Engineering and Energy Services Division which has a 25-year history of providing energy efficiency expertise and focuses on Energy Savings Performance Contracting. ConEdison *Solutions* is headquartered in White Plains, NY with a major office in Fairfax, VA.

## **Energy Optimization - Driving Results in Today's Energy Market**

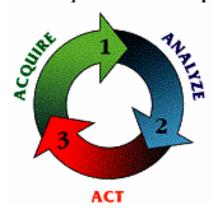
ConEdison *Solutions'* strategy for the dynamic energy market is to work with customers to maximize the utility of energy. To that end, our Energy Optimization Strategy integrates our energy services and financing expertise to obtain the best overall performance that energy and energy infrastructure can possibly provide in serving our customer's objectives. Central to realizing the benefits of the Energy Optimization Strategy is our process, which consists of three phases: Acquire, Analyze, and Act.

<u>Acquire</u>: Gather critical information about your energy usage and facility operations.

<u>Analyze</u>: Review of your data in-depth for the purpose of developing an ESPC solution that addresses your energy cost reduction goals and infrastructure and operating needs.

Act: Implement the energy strategies developed during the Analyze phase. This can include a turn-key ESPC project that manages to your risk profile, recommendations and plans for managing your existing operating system, and opportunities for enhancements to existing infrastructure that will yield long term benefits.

# The Optimizer Loop



### Qualifications/Expertise

ConEdison *Solutions* and its staff have considerable experience in energy analysis, engineering and design, project management, and construction management as they relate to ESPC projects. Some of the functions included in the execution of these services are: performance of detailed designs, cost estimates, competitive bid preparations, subcontracting, procuring equipment, construction management, and hazardous waste identification and disposal, measurement and verification of savings, and project financing. ConEdison *Solutions* has a long history of developing and implementing performance-based projects, including ESPC projects for State and Federal Government agencies.

Con Edison Inc. and its related companies, Con Edison Energy, ConEdison *Solutions*, Con Edison Development, and Con Edison Communications bring the depth of knowledge and execution capability in all facets of the energy industry including energy trading, plant construction and operation, energy information, and retail energy management. In addition, the financial strength of the Con Edison organization and its commitment to the Commonwealth of Virginia will provide you with the confidence to select ConEdison *Solutions* for all your energy needs.

#### Conclusion

By forming a strategic relationship with ConEdison *Solutions*, you will be well positioned to maximize the value of energy as it relates to the efficiency and effectiveness of your facilities and operations. ConEdison *Solutions* has the experience, creativity, and full service capability in all areas of energy services as it relates to successful ESPC project implementation. The breadth and depth of ConEdison *Solutions*, and Con Edison, Inc. will provide you with a foundation of skills, experience, market knowledge, financial and staffing resources, required to successfully achieve the goals of your organization.

#### **Point of Contact**

Paul Wenner, P.E., CEM Director – National Accounts ConEdison *Solutions* 4400 Fair Lakes Court Fairfax, VA 22033

wennerp@coned solutions.com

Phone: (703) 633-6182 Fax: (703) 631-4119

ESCO 1	<b>ENERGY</b>	SERV	ICES C	OMP/	ANY - (ESCO)		] [
(7/22/2002) SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT							
Submitted By (Fi	rm Name):	ConEdi	son <i>Soluti</i> d	ons			
Submittal For (P	roject Title):	Service	s for Energ	y Perfo	rmance Contracting		
FIRM NAME AND ADDRESS: (office where work will be done)     ConEdison Solutions     701 Westchester Avenue, Suite 300E			1 '	ARS IN BUSINESS Under Present name:		5 5	
White Plains, N	Y 10604 914-286-7000		14-448-0057	b) l	List other names and years		ProMark Energy 1993-97 4 years
3) NAMES OF PARE	NT COMPANIES: (if	any)		4) SPI	ECIFY TYPE OF OWNERS	HIP:	İ
Consolidated Ed 4 Irving Place New York, NY 1				X	Sole Proprietor Partnership Professional Corp. Corporation Virginia Certificate of Author	prity	MBE SBE WBE
TELEPHONE:	212-460-4600	FAX:			Dated:	December, 1995	
5) NAMES OF NOT I John Mitchell 914-286-7015 Director, Nation		RINCIPALS	S TO CONTA	CT: (Title,	e-mail, and Phone Number	)	
6) PROPOSED CON FIRM NA Xenergy, Inc. Bowman, Foste (Attach Firm Da	<u>ME</u>	FUNCTION Contractor	DN / RESPON or or	ISIBILITY	ICES:		RKED WITH E BEFORE? Yes No
7) NUMBER OF PER	SONNEL IN FIRM A	T (1) ABOV	E BY RESPO	ONSIBILIT	Y (List each person only on	ce)	
		Licensed	Unlicensed		Company Total	Assigned to Project	
Project Manage		3	1	-	4		-
Energy Speciali Estimators	sts		1	•	<u>3</u>		- [
Schedulers			1	•	1		_
Safety Officers			1	<u>-</u>	1		
Procurement		•	1	-	1		_
Accountants				_	0		- 1
Clerical Staff				-	0		_
Inspectors	11	1	1	-	1		<del>-</del>
Haz Mat Specia Engineers	IIISTS	1	2	-	3		-
Architects			<del></del>	-	0		-
CADD Operator	's		1	-	1		_
Specifications				<del>-</del> -	0		_
TOTALS		7	10	-	17		_
The foregoing is	a statement of fa	act.		Signati	ure: Mural	tul	
and title:	Director, Propos	al Develo	opment	Date:		December 17, 2002	

ESCO 4	<b>ENERGY SERVICE</b>	ES COMPA	ANY - (ESCO)		
(7/22/2002)	PERS	SONNEL QUAL	IFICATIONS		
Submitted By (Fir	m Name): ConEdison Solution	ons			
Submittal For (Pr	oject Title): Services for Ener	gy Performano	e Contracting		
BRIEF RESUME OF	KEY INDIVIDUAL PROPOSED	FOR THIS PROJE	CT. PROVIDE ONE FO	RM FOR EACH PI	ERSON.
TYPICAL DUTY OF	ner, PE, CEM, Director of Eng	ineering & Ene	ergy Services		
2) ASSIGNMENT FO	R THIS PROJECT:				
Project Mana PERCENT OF TYPIC	ger AL 40 HOUR WORK WEEK THIS PE	ERSON WOULD S	PEND ON PROJECT:	50%	_PERCENT
3) EMPLOYEE OF: XENERGY Ir	c.				
4) YEARS OF EXPER	IENCE: TOTAL EXPERIENCE 7 Years	WITH THIS FIR	<sup>2</sup> M		
	LEGE / DEGREE(S) / YEAR / SPEC State University, BS, 1981, N		ineering		
-	ATION IF APPLICABLE: Year first re Virginia - Mechanical	gistered / State / D	iscipline or Type		
COMMONWEALTH C	F VIRGINIA REGISTRATION / LICE	NSE NUMBER:			
ARCHITECT#	or ENGINE	EI040	2 028102		
7) EXPERIENCE AND	) / OR QUALIFICATIONS RELEVAN	T TO THIS CONT	RACT		
Contracts with D technical, environ conservation pro project managen	eering & Energy Services. Oversees OE and DOD. Establsih project devenmental, and policy consulting contraliects/programs, perform utility rate ament responsibilities include technical fication, cost and financial analysis, or	elopment technical cts for federal, stat nalysis and rate ne marketing, detaile	and economic analytical state of and local governments, u gotiations, and provide strated denergy auditing and analy	andards and proced utilities and private s tegic planning on er ysis, retrofit and OE	lures. Manage energy-related ector clients. Develop energy nergy supply issues. Overall M equipment and systems
Develop and utili Develop baseline	ical and economic benefits of converge analytical methods and tools to as and projected energy consumption ng, and ongoing energy performance	sess competing te profiles. Provide fa	chnology applications and	fuel choice under si	te-specific conditions.
					•
	a statement of fact.	Signature:	MWax Th	M	
	Michael Keith Director, Proposal Development		nber 17, 2002		

ESCO 4	ENERGY SERVICES COMPANY - (ESCO)	
(7/22/2002)	PERSONNEL QUALIFICATIONS	
Submitted By (Fi	rm Name): ConEdison Solutions	
Submittal For (Pi	roject Title): Services for Energy Performance Contracting	
BRIEF RESUME O	F KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EAC	CH PERSON.
1) NAME AND TITLE Rui George Del TYPICAL DUTY OF Project Manage	oureiro, Manager, Construction & Implementation Services	
2) ASSIGNMENT FO Project Superint		
PRECENT OF TYPE	CAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:	PERCENT
3) EMPLOYEE OF: XENERGY Inc.		
4) YEARS OF EXPER 10 Years	RIENCE: TOTAL EXPERIENCE 5 Years WITH THIS FIRM	
Rensselaer Poly Worcester Polly	LEGE / DEGREE(S) / YEAR / SPECIALIZATION:  technic Institute, MS, 1997, Management technic Institute, BS, 1992, Electrical Engineering  ATION IF APPLICABLE: Year first registered / State / Discipline or Type	
	DF VIRGINIA REGISTRATION / LICENSE NUMBER: or ENGINEER #	
7) EXPERIENCE AN	O / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT	.,.
coordination, constr project installation p Some relevant proje Construction manag	sponsible for management of the installation phase of energy service performance projects (ESP) uction oversight, cost control, scheduling, and post-implementation inspection. Additional responsibilities and procedures and overseeing all installation projects for XENERGY. <a href="https://doi.org/10.1001/journal.com/">doi.org/10.1001/journal.com/</a> of construction for ESPC projects including: Hanscomb Airforce in the Northeast, and the JFK library project.	sibilities include developing
•	a statement of fact.	
Typed name and title:	Michael Keith Signature: ////////////////////////////////////	

ESCO 4	ENERGY SERVICES COMPANY - (ESCO)	
(7/22/2002)	PERSONNEL QUALIFICATIONS	
Submitted By (Fi	rm Name): ConEdison Solutions	
Submittal For (Pr	roject Title): Services for Energy Performance Contracting	
BRIEF RESUME OF	F KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PER	SON.
NAME AND TITLE     Matthew Greiner     TYPICAL DUTY OF     Project Engineer	r, Project Manager R ASSIGNMENT:	
2) ASSIGNMENT FO Scheduler	R THIS PROJECT:	
PRECENT OF TYPI	CAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 50% F	PERCENT
3) EMPLOYEE OF: XENERGY Inc.		
4) YEARS OF EXPER 9 Years	RIENCE: TOTAL EXPERIENCE 6 Years WITH THIS FIRM	
5) EDUCATION: COL	LEGE / DEGREE(S) / YEAR / SPECIALIZATION:	
Bucknell Univers	sity, BS, 1993, Chemical Engineering	
6) ACTIVE REGISTR	ATION IF APPLICABLE: Year first registered / State / Discipline or Type	
COMMONWEALTH	DF VIRGINIA REGISTRATION / LICENSE NUMBER:	
ARCHITECT#	or ENGINEER #	
1	D / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT	
Engineering and I cost estimating, to evaluation and de contractors. Appl process. Secures	the design and implementation of energy efficiency and construction projects for XEN Energy Services division. Performance contracting responsibilities include fieldwork echnical design, and proposal development and writing. Develops IT tools for stream velopment process. Supervises construction projects and holds weekly meetings with lies understanding of codes and permitting requirements to project development and state and federal DSM program funding to reduce clients' capital expense and improvates annual M&V reporting requirements.	k, analysis, budgeting, nlining project h client and implementation
Typed name	a statement of fact.  Michael Keith Signature:  Director, Proposal Development  Date:  December 17, 2002	

ESCO 4	ENERGY SERVICES COMPANY - (ESCO)	
(7/22/2002)	PERSONNEL QUALIFICATIONS	
Submitted By (Fin	m Name): ConEdison Solutions	
Submittal For (Pr	oject Title): Services for Energy Performance Contracting	
BRIEF RESUME OF	KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH P	ERSON.
1) NAME AND TITLE: Dennis C. Muller TYPICAL DUTY OR Business Operat	n, Director of Business Operations, Engineering & Energy Services ASSIGNMENT:	
2) ASSIGNMENT FO	R THIS PROJECT:	
Other PRECENT OF TYPI	CAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:50%	PERCENT
3) EMPLOYEE OF:		
XENERGY Inc.		
4) YEARS OF EXPER	IENCE: TOTAL EXPERIENCE 10 Years WITH THIS FIRM	
5) EDUCATION: COL	EGE / DEGREE(S) / YEAR / SPECIALIZATION:	
Hamilton College	, Clinton, NY, 1970-74, Alfred P. Sloane Scholar	
	ATION IF APPLICABLE: Year first registered / State / Discipline or Type	
	F VIRGINIA REGISTRATION / LICENSE NUMBER:	
ARCHITECT #	or ENGINEER #	
Mr. Mullen manages management. Over to act on behalf of th achieve those object.  He is also responsib evolving energy servappropriate for the n with established poli	the day-to-day operations of the Engineering and Energy Services Burlington Division including reso all division responsibilities include representing the division in negotiations with clients, partners and see division, and defining objectives related to the division's business portfolio and implementing the appives.  The for the review and negotiation of all energy service performance contracting (ESPC) contractual relatives market. Dealing primarily with the United States Government and Fortune 1000 companies, ensurer of the work, and that pricing and payment issues are clearly defined. Mr Mullen reviews ESPC cies regarding terms, pricing and risk, drafts and negotiates all subcontracts, and confidentiality and only and other business entities.	subcontractors with authority propriate strategies to lationships in the dynamically suring that risk levels are proposals for consistency
	statement of fact.	
1 **	Michael Keith Signature:  Director, Proposal Developemnt  Date:  December 17, 2002	 -

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ESCO 4	ENERGY SERVICES COMPANY - (ESCO)	
(7/22/2002)	PERSONNEL QUALIFICATIONS	
Submitted By (F	rm Name): ConEdison Solutions	
Submittal For (P	roject Title): Services for Energy Performance Contracting	
BRIEF RESUME O	F KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH P	ERSON.
1) NAME AND TITLE Kurmit C. Rock TYP!CAL DUTY OI Senior Enginee	well, P.E., CEM, LEED AP, Senior Engineer & Manager, Renewable Technologies R ASSIGNMENT:	
2) ASSIGNMENT FO Assistant Project		
PRECENT OF TYP	ICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 50%	PERCENT
3) EMPLOYEE OF: XENERGY Inc.		
4) YEARS OF EXPE 13 Years	RIENCE: TOTAL EXPERIENCE 7 Years WITH THIS FIRM	
University of Co	LEGE / DEGREE(S) / YEAR / SPECIALIZATION: lorado at Boulder, MS, 1993, Civil Engineering (Building Energy Systems Program) versity, Brooklyn, NY, BS, 1989, Chemical Engineering	
6) ACTIVE REGISTR	ATION IF APPLICABLE: Year first registered / State / Discipline or Type	
* *****	olorado - Mechanical	
	w York - Mechanical  DF VIRGINIA REGISTRATION / LICENSE NUMBER:	
ARCHITECT #	or ENGINEER #	
7) EXPERIENCE AN	D / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT	
and management or calculation of energy development of mea	onsible for the development and implementation of energy service projects that reduce client energy of versight for company projects in progress. His experience includes energy audits, short and long term of savings by computer simulation DOE2 and custom spreadsheet analysis, development of schematic isurement and verification plans, economic analysis, and development of operation and maintenance prenewable energy technologies and sustainable/green building design. He is a LEED accredited Proling Council.	n energy monitoring, designs and cost estimates, plans. Mr. Rockwell also
Project manager for Lead engineer for th	ects Include: ne development of a 12 million dollar energy service performance contract (ESPC) proposal at Fort Hadevelopment of ESPC projects for multiple Navy sites in the Washington metro area. e design and implementation of lighting, control, and water system upgrades at Philips Lighting Corp. If and water system schematic design, costing analysis, and savings calculations for the World Wildlife	Headquarters.
The foregoing is	a statement of fact.	
Typed name and title:	Michael Keith Signature:  Director, Proposal Development  Date: December 17, 2002	-

ESCO 4	ENERGY SE	ERVICES COMPA	ANY - (ESCO)		
(7/22/2002)		PERSONNEL QUAI	LIFICATIONS		
Submitted By (Fi	rm Name):	ConEdison Solutions			
Submittal For (Project Title): Services for Energy Performance Contractin					
BRIEF RESUME OF	KEY INDIVIDUAL PI	ROPOSED FOR THIS PROJ	ECT. PROVIDE ONE FO	ORM FOR EACH PERSON.	
1) NAME AND TITLE:		Christopher M. Loney, P.E.		•	
TYPICAL DUTY OR	ASSIGNMENT:	Mechanical Engineer/ Desig	gner		
2) ASSIGNMENT FOI	R THIS PROJECT:	Mechanical Engineer			
PRECENT OF TYPE	CAL 40 HOUR WORK W	EEK THIS PERSON WOULD	SPENI 20	PERCENT	
3) EMPLOYEE OF:					
BOWMAN, FO	STER & ASSOCIATES,	PC			
4) YEARS OF EXPER	RIENCE: TOTAL EXPERIENCE	4 WITH THIS FIF	RM		
5) EDUCATION: COL	LEGE / DEGREE(S) / YE	AR / SPECIALIZATION:			
Old Dominion Ur	niversity/ B.S./ 1991/ Mec	hanical Engineering Technolog	<b>Э</b> У		
6) ACTIVE REGISTRA	ATION IF APPLICABLE: `	Year first registered / State / D	scipline or Type		
1999/ Virginia/ I	Mechanical Engineering	(29000)			
COMMONWEALTH C	F VIRGINIA REGISTRAT	TION / LICENSE NUMBER:			
ARCHITECT#		or ENGINEER#	29000		
7) EXPERIENCE AND	) / OR QUALIFICATIONS	RELEVANT TO THIS CONTR	ACT		
Mr. Loney is experienced in the design of piping systems for industrial, military, government and medical facilities. He has provided process piping designs for steam, compressed air, medical gases, fuel oil, and natural gas. His fire protection design experience includes both wet and dry sprinkler systems, exterior water distribution, HALON, dry chemical, aqueous film-forming foam (AFFF) and fire pumping systems. He is also experienced in HVAC and exhaust designs for central chiller and boiler plant installations. He has worked on a variety of facilities to include: juvenile detention, judicial, warehouses, office buildings, schools, computer rooms, automotive shops, barracks, hangars, military housing, libraries and theaters. Other experience includes preparation of cost estimates, writing specifications, performing energy studies and life cycle cost analyses, shop drawing reviews, field investigations, testing and balancing HVAC systems.  Some relevant projects include:					
Heating and Plumbing Up-Grade, Correctional Unit #27, Dinwiddie, VA Willoughby Family Housing Revitalization, NS, Norfolk, VA Replace HVAC Equipment in 5 Bldg's, MCAS, Cherry Point, NC					
The foregoing is	The foregoing is a statement of fact.				
Typed name and title:	Michael Keith Director, Proposal Dev	Signature:	1 mill	eug	
		Date:	December 17,	2002	

ESCO 4	ENERGY SERVICES COMPANY - (ESCO)	
(7/22/2002)	PERSONNEL QUALIFICATIONS	
Submitted By (Fin	m Name): ConEdison Solutions	
Submittal For (Pr	oject Title): Services for Energy Performance Contracting	
	KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PE	RSON.
1) NAME AND TITLE Daniel R. Sobrin TYPICAL DUTY OF Project and Ener	ski, EIT, CEM, LEED AP, Energy/Project Engineer ASSIGNMENT:	
2) ASSIGNMENT FO	R THIS PROJECT:	
PRECENT OF TYPI	CAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 50%	PERCENT
3) EMPLOYEE OF: XENERGY Inc.		
4) YEARS OF EXPER	RIENCE: TOTAL EXPERIENCE 1 Years WITH THIS FIRM	
University of Ma	LEGE / DEGREE(S) / YEAR / SPECIALIZATION: ssachusetts, Amherst, MS, 2001, Mechanical Engineering r, Philadelphia, BS, 1999, Mechanical Engineering	
6) ACTIVE REGISTR	ATION IF APPLICABLE: Year first registered / State / Discipline or Type	
COMMONWEALTH C	or ENGINEER#	
7) EXPERIENCE AND	O / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT	
Mr. Sobrinski is technical oversig energy saivngs t	responsible for the development and implementation of energy service projects that reduce client energy in the for company projects in progress. His experience includes energy audits to develop energy service by computer simulation DOE2 and custom spreadsheet analysis, development of cost estimates, development of cost estimates, development of operation and maintenance plans. He has experience with sustainable/green but	projects, calculation of opment of measuremnet and
Lead engineer a	Projects Include: for development of ESPC projects for multiple Navy sites in the Washington metro area. nd project manager for the energy audits of AFCEA Headquaters and Hidden Creek Country Club a software tool for NYSERDA's Unitary HVAC program.	
Typed name	A statement of fact.  Michael Keith Signature:  Director, Proposal Development	
	Date: December 17, 2002	